

## Message Text

LIMITED OFFICIAL USE

PAGE 01 QUITO 00280 132119Z

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 TRSE-00 OMB-01 CIEP-01 CIAE-00

INR-07 NSAE-00 RSC-01 PM-03 AID-05 /032 W

----- 014343

R 132041Z JAN 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 4013

INFO AMCONSUL GUAYAQUIL

USDOC WASHDC

DIA WASHDC/DS-4C

LIMITED OFFICIAL USE QUITO 0280

E.O. 11652: N/A

TAGS: BEXP, MASS

SUBJ: MAJOR SALE OF FORD TRUCKS TO ECUADOREAN ARMY

VISITING FORD REP O'KEEFE INFORMS EMBOFF THAT HE HAS SIGNED A CONTRACT WITH ARMY COMMANDER GENERAL LOPEZ FOR THE SALE OF 1600 VEHICLES, MOSTLY HEAVY DUTY MILITARY TRUCKS AND SOME JEEPS, WITH A TOTAL VALUE OF \$24 MILLION. FINANCING IS THROUGH LOEB RHODES. DELIVERY IS TO BEGIN IN FEBRUARY 1975 AND CONTINUE OVER A YEAR'S TIME. PRINCIPAL COMPETITOR FOR THE CONTRACT WAS MERCEDES-BENZ. O'KEEFE REPORTS THAT LOPEZ PRESSED FORD HARD TO CONDUCT A DEMONSTRATION OF ITS EQUIPMENT IN MARCH OR APRIL FOR THE BENEFIT OF REPRESENTATIVES OF THE ARMY AND OTHER GOE AGENCIES. FORD AGREED AND O'KEEFE WILL RETURN TO QUITO IN MARCH TO ORGANIZE THAT DEMONSTRATION. HEMENWAY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, MILITARY PROCUREMENT, TRUCKS, MILITARY VEHICLES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975QUITO00280  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750013-0236  
**From:** QUITO  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750157/aaaabxtg.tel  
**Line Count:** 46  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 1  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 08 SEP 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <08 SEP 2003 by ElyME>; APPROVED <09 SEP 2003 by GolinoFR>  
**Review Markings:**

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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR SALE OF FORD TRUCKS TO ECUADOREAN ARMY VISITING FORD REP O'KEEFE INFORMS EMBOFF THAT HE HAS SIGNED  
A  
**TAGS:** BEXP, MASS, US, EC, FORD MOTOR COMPANY  
**To:** STATE  
**Type:** TE  
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